



# Quarter One 2020 Financial Results

April 30, 2020



# Forward-Looking Statements and Non-GAAP Financial Disclosures

## **Forward Looking Statements:**

*This material and related presentation contain certain forward-looking statements. Any such comments speak only as of the date on the cover of this slide deck and EMCOR assumes no obligation to update any such forward-looking statements, unless required by law. These forward-looking statements may include statements regarding anticipated future operating and financial performance, the nature and impact of our remaining performance obligations, our ability to pursue acquisitions, our ability to return capital to shareholders, market opportunities, market growth, and customer trends. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those anticipated (whether expressly or implied) by the forward-looking statements. Accordingly, these statements are no guarantee of future performance. Such risks and uncertainties include, but are not limited to, adverse effects of general economic conditions, changes in the political environment, changes in the specific markets for EMCOR's services, adverse business conditions, availability of adequate levels of surety bonding, increased competition, unfavorable labor productivity, mix of business, the impact of the 2020 ransomware attack, and the impact of the COVID-19 pandemic on our revenue and operations. Certain of the risk factors associated with EMCOR's business are also discussed in Part I, Item 1A "Risk Factors," of the Company's 2019 Form 10-K and in other reports filed from time to time with the Securities and Exchange Commission and available at [www.sec.gov](http://www.sec.gov) and [www.emcorgroup.com](http://www.emcorgroup.com). Such risk factors should be taken into account in evaluating any forward-looking statements.*

## **Non-GAAP Measures:**

*This material and related presentation may include certain financial measures that were not prepared in accordance with U.S. generally accepted accounting principles (GAAP). The Company uses these non-GAAP measures as key performance indicators for the purpose of evaluating performance internally. We also believe that these non-GAAP measures provide investors with useful information with respect to our on-going operations. Any non-GAAP financial measures presented are not, and should not be viewed as, substitutes for financial measures required by GAAP, have no standardized meaning prescribed by GAAP and may not be comparable to the calculation of similar measures of other companies.*



## EMCOR Participants

- Tony Guzzi                      Chairman, President & Chief Executive Officer
- Mark Pompa                      EVP, Chief Financial Officer & Treasurer
- Maxine Mauricio                SVP & General Counsel
- Kevin Matz                        EVP, Shared Services

## 2020 Qtr. 1 Executive Summary

- Strong Qtr. 1 performance
  - Record Qtr. 1 for revenues, gross profit, operating income, net income and diluted earnings per share
  - Total revenues increased 6.5% to \$2.30 billion
  - Qtr. 1 diluted EPS of \$1.35 in 2020 vs. diluted EPS of \$1.28 in Qtr. 1 2019
  
- Total Remaining Performance Obligations (RPOs) increased by \$267 million or 6.4% from 3/31/19

## 2020 Qtr. 1 Executive Summary

- U.S. Electrical Construction and Facilities Services segment revenues decreased by \$2.8 million vs. Qtr. 1 2019 with an operating margin of 8.4%
- U.S. Mechanical Construction and Facilities Services segment revenues increased by \$81.7 million vs. Qtr. 1 2019 with an operating margin of 5.4%
- U.S. Building Services segment revenues increased by \$6.0 million vs. Qtr. 1 2019 with an operating margin of 4.0%
- U.S. Industrial Services segment revenues increased by \$51.4 million vs. Qtr. 1 2019 with an operating margin of 4.0%
- U.K. Building Services segment revenues increased by \$4.8 million vs. Qtr. 1 2019 with an operating margin of 5.1%



## 2020 Qtr. 1 Executive Summary

- Diverse RPOs of \$4.42 billion, up 6.4% compared to Qtr. 1 2019
 

	<b>March 31, 2020</b> vs. <b>March 31, 2019</b>
– U.S. RPOs UP \$284 million or 7.1%	
➤ Domestic Construction UP	\$252M ↑ 7.5%
➤ U.S. Building Services Segment Flat	\$1M ↔ 0.2%
➤ U.S. Industrial Services Segment UP	\$30M ↑ 38.5%
➤ Private Sector DOWN (Commercial, Hospitality & Gaming, Industrial / Manufacturing and Short Duration Projects)	\$(30)M ↓ -1.1%
➤ Public Sector UP (Transportation, Water / Wastewater, Institutional, Healthcare)	\$297M ↑ 20.5%
  
- Balance sheet remains strong and liquid, including approximately \$347 million of cash

## 2020 – Qtr. 1 Financial Results Highlights

- Revenues increased 6.5% quarter-over-quarter to \$2.30 billion

(\$ Millions) (Unaudited)	Qtr. 1 2020	Change from Qtr. 1 2019	
		\$	%
U.S. Electrical Construction & Facilities Services	\$ 525.2	\$ (2.8)	-0.5%
U.S. Mechanical Construction & Facilities Services	834.1	81.7	10.9%
<b>Total U.S. Construction</b>	<b>1,359.3</b>	<b>78.9</b>	<b>6.2%</b>
U.S. Building Services	518.1	6.0	1.2%
U.S. Industrial Services	310.0	51.4	19.9%
<b>Total U.S. Operations</b>	<b>2,187.4</b>	<b>136.3</b>	<b>6.6%</b>
U.K. Building Services	112.4	4.8	4.5%
<b>Total EMCOR</b>	<b>\$ 2,299.8</b>	<b>\$ 141.1</b>	<b>6.5%</b>



## 2020 – Qtr. 1 Financial Results Highlights

- SG&A expenses increased to \$227.0 million or 9.9% of revenues vs. \$206.2 million or 9.6% of revenues for Qtr. 1 2019
- Operating income was \$106.0 million or 4.6% of revenues

(Unaudited)	Operating Margin For the Quarter Ended March 31,	
	<u>2020</u>	<u>2019</u>
– U.S. Electrical Construction and Facilities Services of \$43.9 million: \$1.0 million or 2.2% increase	8.4%	8.1%
– U.S. Mechanical Construction and Facilities Services of \$45.2 million: \$4.2 million or 10.2% increase	5.4%	5.4%
<b>Total U.S. Construction</b>	<b>6.6%</b>	<b>6.6%</b>
– U.S. Building Services of \$20.8 million: \$6.6 million or 24.2% decrease	4.0%	5.4%
– U.S. Industrial Services of \$12.3 million: \$2.6 million or 27.2% increase	4.0%	3.7%
– U.K. Building Services of \$5.8 million: \$1.6 million or 39.2% increase	5.1%	3.9%
<b>Total EMCOR Operating Margin</b>	<b>4.6%</b>	<b>4.7%</b>



## Key Financial Data – Income Statement

(\$ Thousands, except per share information) (Unaudited)

	For the Quarter Ended March 31,		Variance	
	2020	2019	\$	%
Revenues	\$ 2,299,832	\$ 2,158,728	\$ 141,104	6.5%
Gross Profit	333,061	308,754	24,307	7.9%
Selling, General and Administrative Expenses	226,997	206,169	20,828	10.1%
Restructuring Expenses	69	275	(206)	N/M
Operating Income	\$ 105,995 4.6%	\$ 102,310 4.7%	\$ 3,685	3.6%
Diluted Earnings per Common Share	\$ 1.35	\$ 1.28	\$ 0.07	5.5%



## Key Financial Data – Balance Sheet

(\$ Thousands)

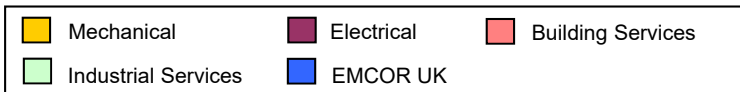
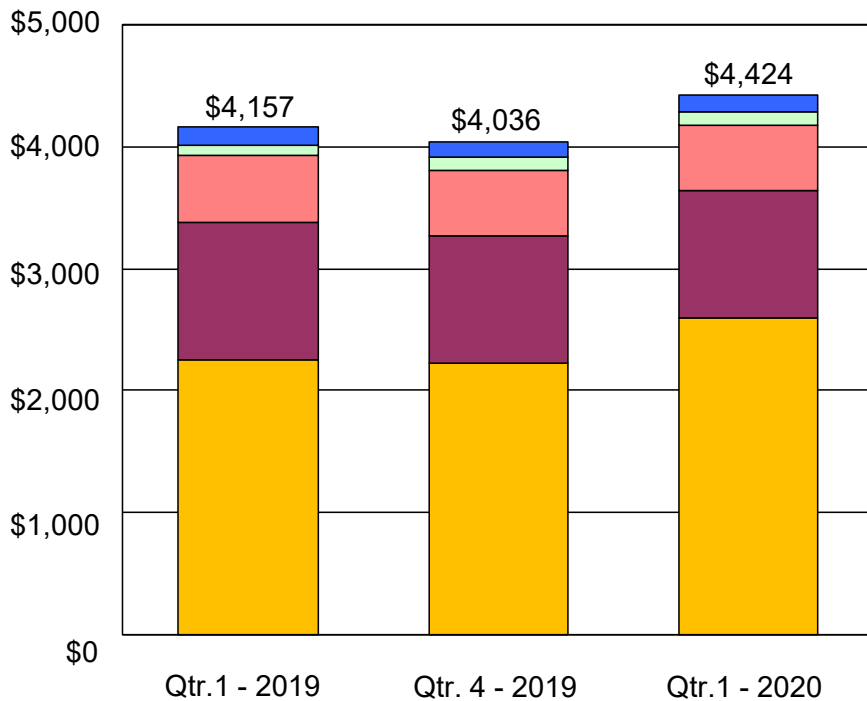
	(Unaudited) <b>03/31/20</b>	<b>12/31/19</b>
Cash	\$ 347,092	\$ 358,818
Working Capital	\$ 899,006	\$ 721,273
Goodwill	\$ 1,064,853	\$ 1,063,911
Identifiable Intangible Assets, Net	\$ 597,897	\$ 611,444
Total Debt (excludes operating leases)	\$ 504,541	\$ 312,231
Stockholders' Equity	\$ 2,027,594	\$ 2,057,780
Total Debt / Total Capitalization	19.9%	13.2%



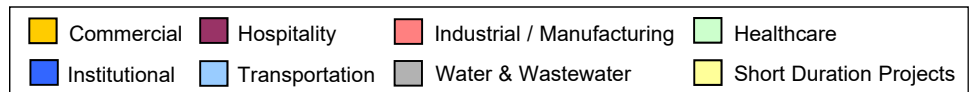
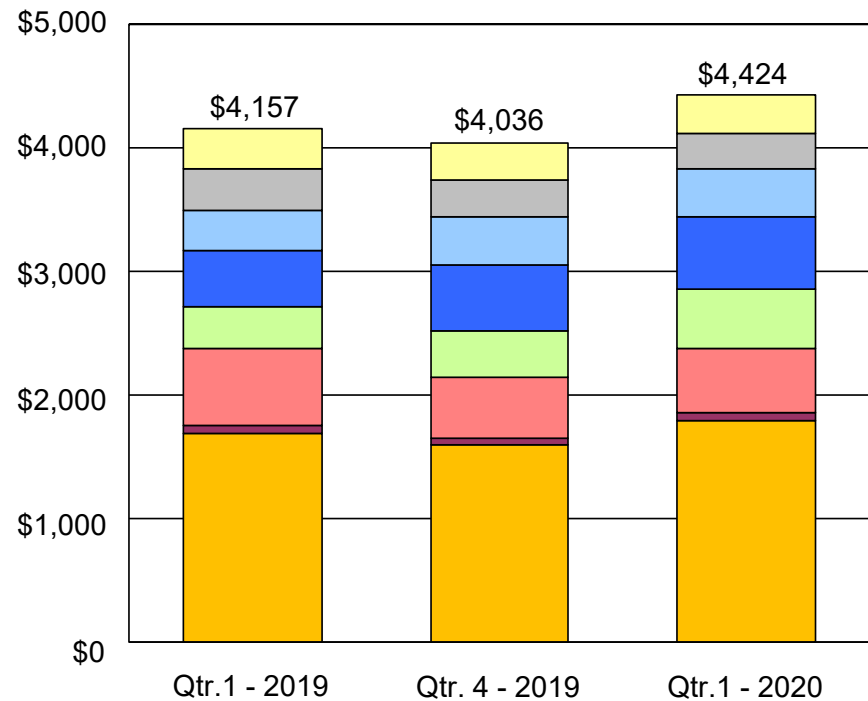
# Remaining Performance Obligations

- Diverse RPOs of \$4.42 billion

**By Segment** (\$ Millions) (Unaudited)



**By Market Sector** (\$ Millions) (Unaudited)



## Current Company-Wide Priorities and Actions

- **Protect Employee Health and Safety**
  - Instituted social distancing and other safety protocols
  - Providing PPE
- **Control Costs**
  - ~40% of salaried workforce furloughed or working reduced hours / pay
  - Named Executive Officers' annual salary temporarily reduced by 25%
  - Director compensation reduced by 22%
- **Frequent and Consistent Communication with Field Leadership**
- **Proactively Work with Suppliers**
- **Maintain Strong Balance Sheet and Liquidity Position**
- **Ready to Return to 100% Capacity / Utilization**



## EMCOR Credit Facility

- 2020 Credit Agreement – Executed March 2, 2020
  - \$300 million term loan
  - \$1.3 billion revolving credit facility
    - Ability to increase to \$1.9 billion
  - Matures on March 2, 2025

### Credit Facility

Term Loan Balance	<u>\$ 300,000,000</u>
<b>Total Revolving Credit Facility</b>	<b>\$ 1,300,000,000</b>
Outstanding Borrowings	200,000,000
Letters of Credit Issued	78,963,183
<b>Revolving Credit Available - 3/31/2020</b>	<u><b>\$ 1,021,036,817</b></u>





Build. Power. Service. Protect.