LIMBACH

Investor Presentation

May 2019

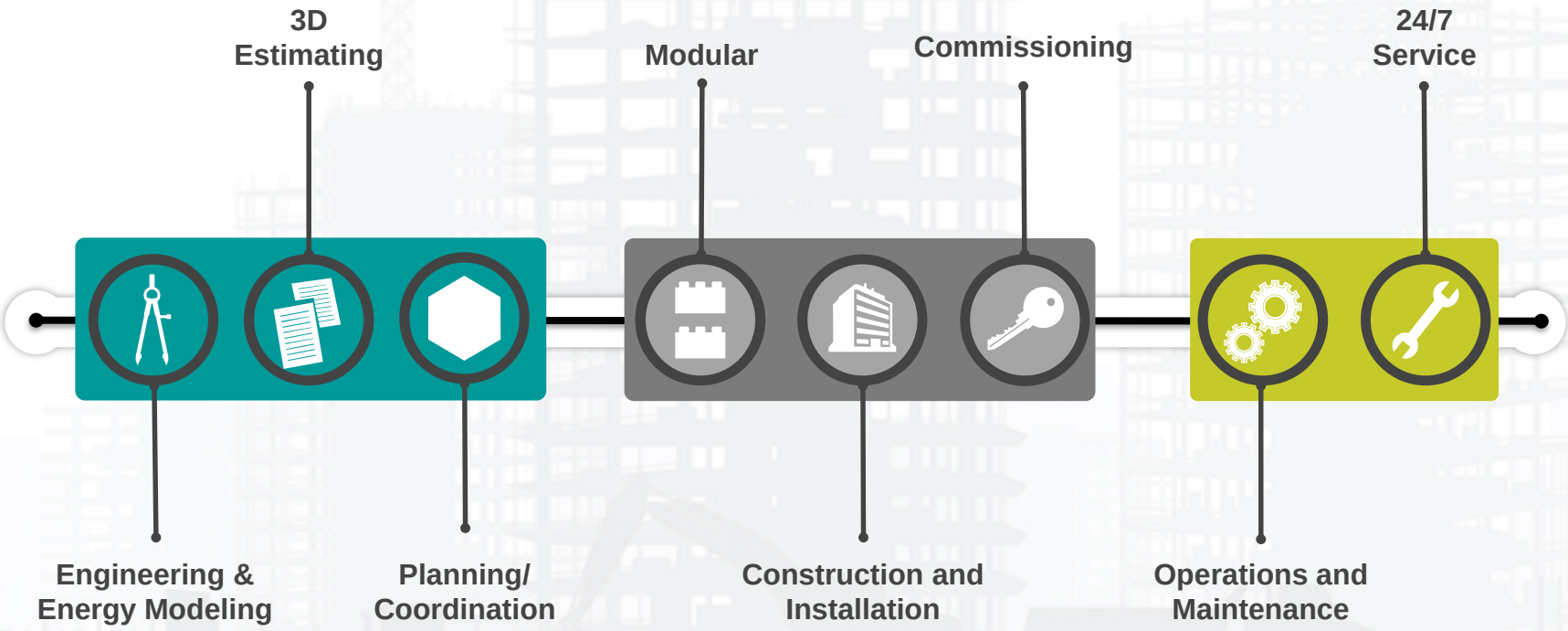
Forward Looking Statements

We make forward-looking statements in this press release within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements relate to expectations or forecasts for future events, including, without limitation, our earnings, adjusted EBITDA, revenues, expenses, backlog, capital expenditures or other future financial or business performance or strategies, results of operations or financial condition, and in particular statements regarding the timing of the recognition of backlog as revenue, the potential for recovery of cost overruns, the ability of the Company to successfully remedy the issues that have led to write-downs in its Mid-Atlantic branch, and the benefits expected by the Company's new senior secured credit facility and revolving credit facility. These statements may be preceded by, followed by or include the words "may," "might," "will," "will likely result," "should," "estimate," "plan," "project," "forecast," "intend," "expect," "anticipate," "believe," "seek," "continue," "target" or similar expressions. These forward-looking statements are based on information available to us as of the date they were made and involve a number of risks and uncertainties which may cause them to turn out to be wrong. Accordingly, forward-looking statements should not be relied upon as representing our views as of any subsequent date, and we do not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date they were made, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws. As a result of a number of known and unknown risks and uncertainties, our actual results or performance may be materially different from those expressed or implied by these forward-looking statements. Please refer to our most recent annual report on Form 10-K, as well as our subsequent filings on Form 10-Q and Form 8-K, which are available on the SEC's website (www.sec.gov), for a full discussion of the risks and other factors that may impact any forward-looking statements in this press release.

Complete Portfolio of MEP Services

Limbach is a preeminent national provider of technically-oriented mechanical design, engineering, installation, and maintenance services to sophisticated customers and facility owners who demand exceptional design creativity and construction quality.

Offering a single-source, innovative and sophisticated full-lifecycle solution for the design, installation, service, maintenance, repair, retrofit and energy efficiency optimization of MEP systems across multiple high-growth end-markets.



Well Diversified Business Model

Limbach's multifaceted diversification provides insulation against regional economic cycles, a changing regulatory and political environment favoring some industries over others, and the fortunes of any single customer or facility owner.

Within each vector, Limbach has a well-established presence and excellent brand value. Each vector also provides considerable opportunities for continued expansion, leveraging the Company's platform to gain market share and drive growth in revenue and profitability.

LIMBACH

Geography

End - Markets

- Infrastructure
- Healthcare
- Higher Education
- Sports
- Mission Critical
- Hospitality
- Cultural
- Government
- ESCOs
- Manufacturing
- Entertainment
- Commercial

Service Offering

- Design and Engineering
- Service and Maintenance
- Construction and Installation

Customer Base

HCA® Hospital Corporation of America

Barton Malow Construction Services

Beaumont® HEALTH SYSTEM

SKANSKA

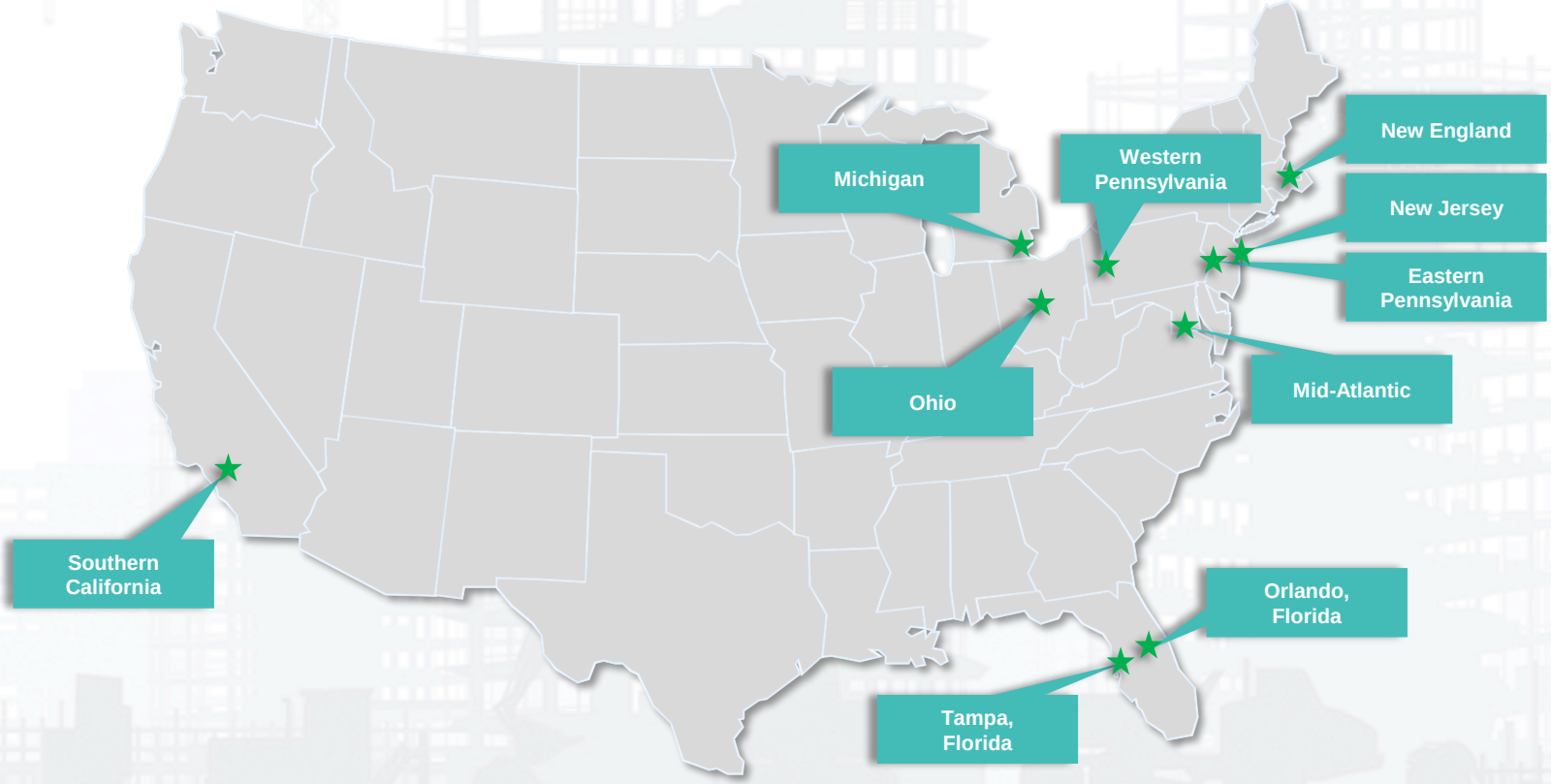
Disney

Turner

Broad Geographic Reach

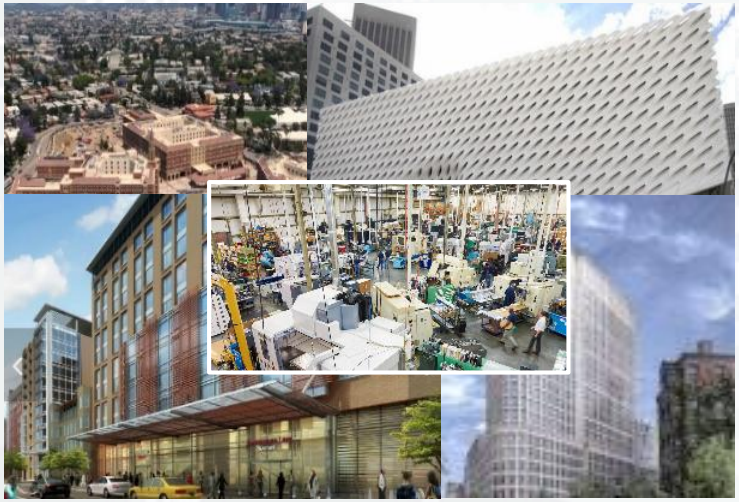
Limbach's current operating platform provides exposure to large population centers along the Eastern Seaboard experiencing solid growth and infrastructure investment, in addition to a well-established presence in the energy and manufacturing-driven resurgent Midwest, and the continued demographic growth of Southern California.

Limbach has traditionally expanded on a greenfield basis into markets adjacent to its legacy operations. Management has identified several compelling new geographic markets it expects to penetrate via acquisition over the coming years, including the Southeast, Texas and the Pacific Northwest.



High Growth End-Markets

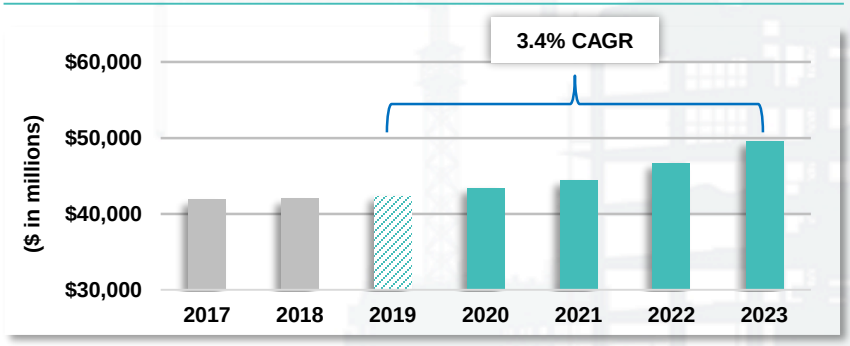
Limbach serves large and growing markets that require specialized technical capabilities and solutions. As a result of the Company's broad service offering and the strength of Limbach Engineering & Design Services, Limbach is the preferred partner for leading general contractors, construction managers and building owners.



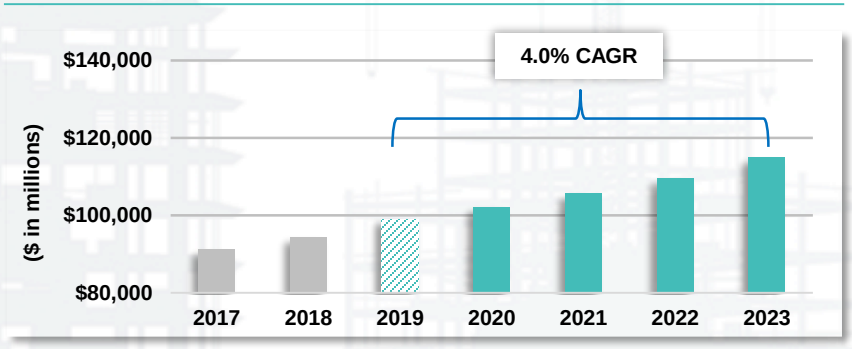
Favorable Industry Outlook

Construction Put-in-Place: Core Markets

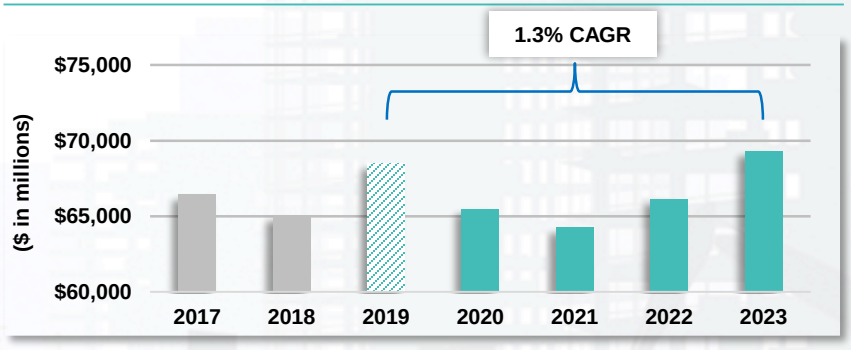
Healthcare



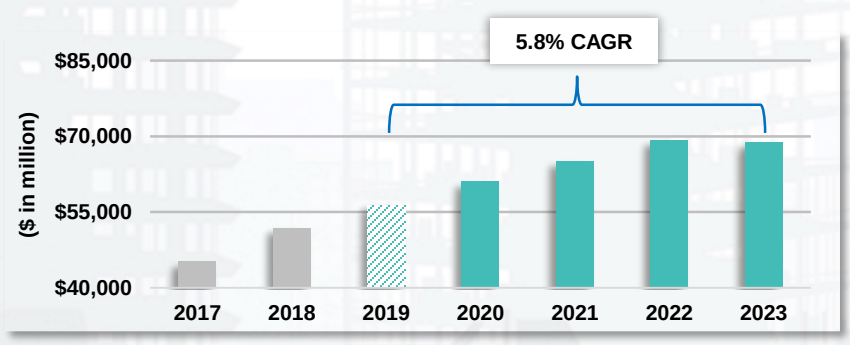
Education



Manufacturing



Transportation



Source: *FMI's North American Construction Outlook First Quarter 2019 Report.*

Enduring Customer Relationships

Limbach's reputation for design innovation and quality execution has cemented relationships with leading facility owners, construction managers and general contractors who value dependability and partnership.

Management's high profile and deep experience drive repeat business and provide for an executive-level dialogue that is unmatched in the industry. As a result, Limbach is the leading MEP firm for some of the nation's largest and most respected customers.

Contractors

Owner Direct Relationships

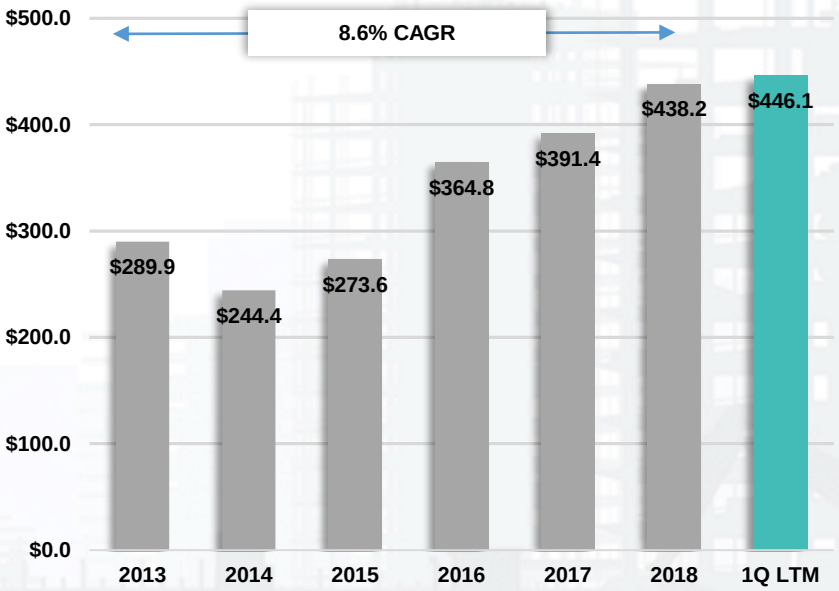
Complementary Operating Segments

Limbach operates via two reportable segments, Construction and Service, each of which complements the other. For fiscal year 2018, the Construction segment generated approximately 80.3% of total revenue with the Service segment generating the balance.

The Service segment is built around multi-year, renewable maintenance contracts which generate negotiated pull-through and small project work, generally at margins superior to those earned in the Construction segment. Over time, the Company expects revenue from the Service segment to approach 30% of total revenue.

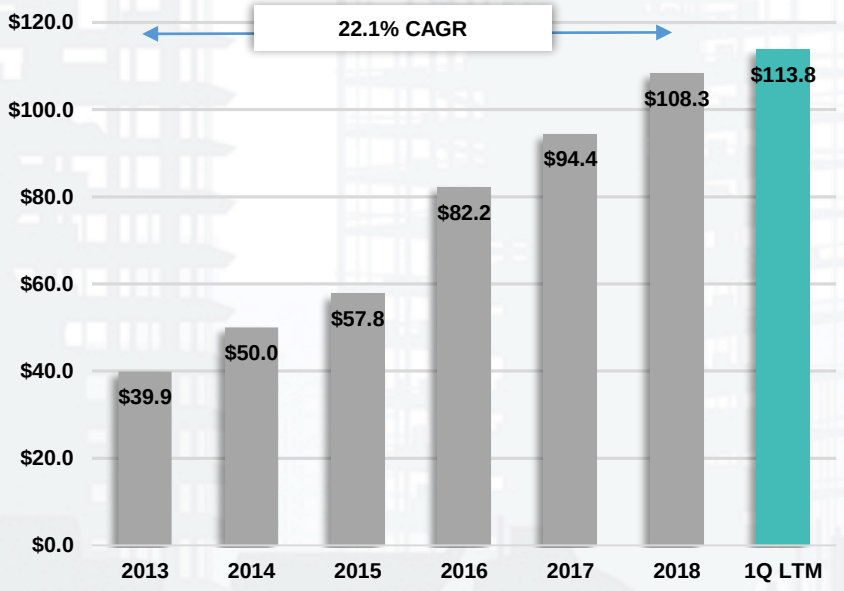
Construction Segment Revenue

($ in millions)



Service Segment Revenue

($ in millions)



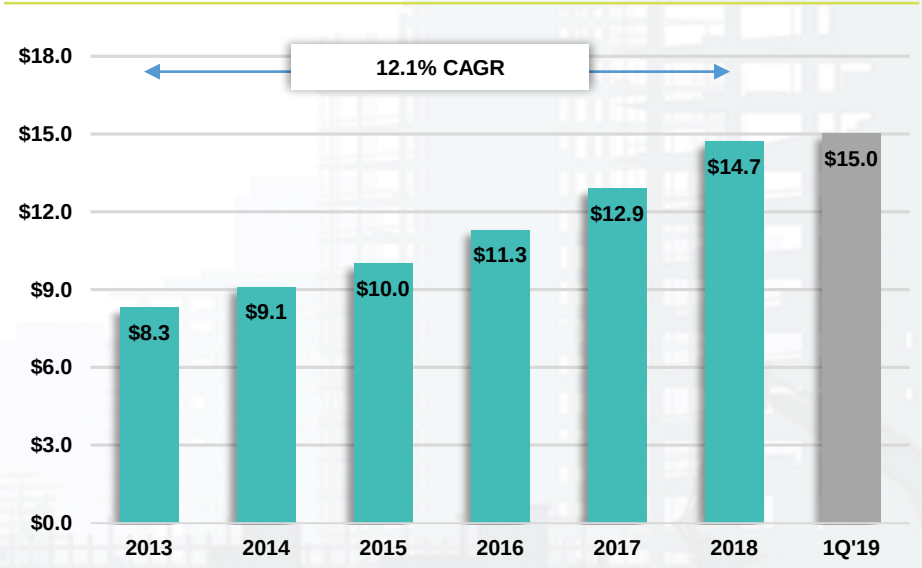
Service Segment Annuity Income

Limbach's Service segment further cements long-term customer relationships and captures the annuity income stream resulting from the maintenance of critical facility systems. Maintenance of HVAC, plumbing, piping and other systems is not elective, and provides full-service firms like Limbach with multiple opportunities to generate revenue and enhance the customer relationship.

As a pioneer in mechanical service through the development of the Linc™ franchise model, Limbach understands system maintenance and preventative service. The Company has invested in the growth and development of the Service segment, and has expanded the business model to include performance contracting, energy management, building data analytics, and building controls and automation systems. This investment drives continued growth in the contractual maintenance base, which in turn generates special projects, spot work and other pull-through revenue, all at attractive margins.

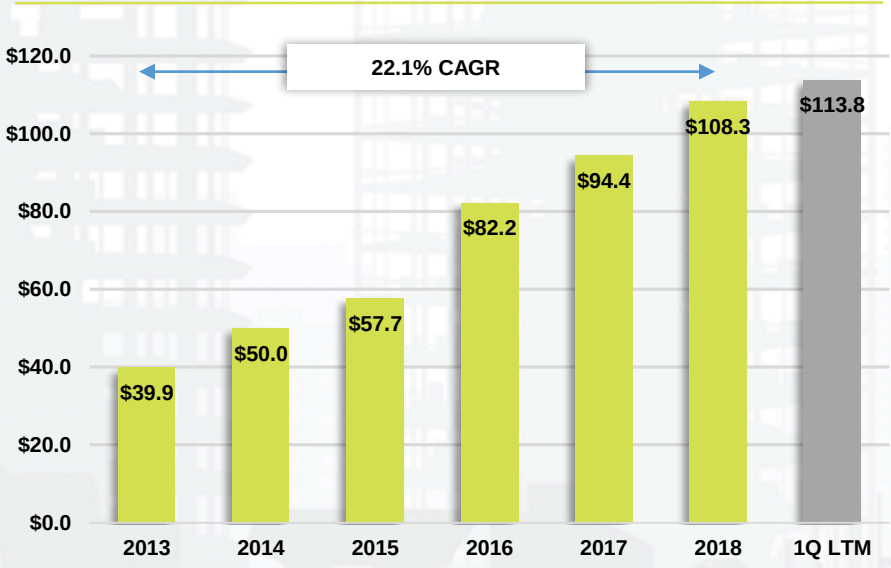
Contract Maintenance Base

($ in millions)



Total Service Revenue

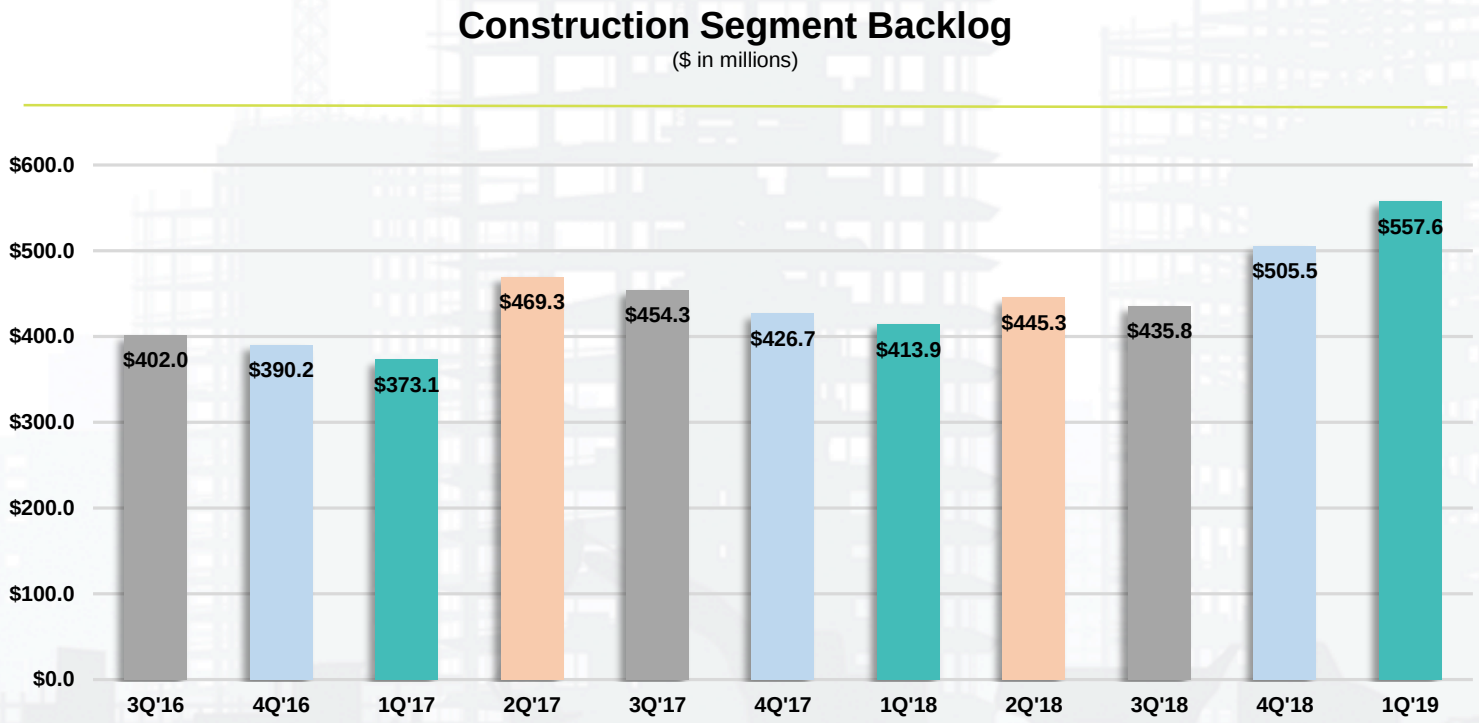
($ in millions)



Backlog/Pipeline Offer Strong Visibility

Limbach's considerable backlog of construction work, together with a robust pipeline of qualified opportunities, provide support for the achievability of the Company's growth objectives over the next several years.

Limbach considers backlog in the Construction segment to include work-in-progress, as well as project awards for which there is executed documentation. Additionally, the Company tabulates and tracks promised but not yet booked opportunities in which it has a high degree of confidence. However, those opportunities are not formally included in the backlog calculation until documentation has been executed.



Strategic Outlook

Limbach's national reputation, captive design and engineering capabilities, and installation and service experience provide a platform from which the Company can further deliver value-added solutions to facility owners. Key strategic objectives are focused on improving risk-adjusted returns, and increasing customer lifetime value.

Construction Initiatives

- **Improved project pricing.** The supportive labor dynamic in select markets provides for an opportunity to drive premium pricing and higher margins
- **Component prefabrication.** More extensive use of offsite prefabrication and modular components reduces risk and improves productivity
- **Owner-direct relationships.** Greater direct exposure to facility owners provides for a conduit to deliver value-oriented solutions and post-construction maintenance and facility management services

Service Initiatives

- **Service line expansion.** Greater capture of potential revenue opportunities with existing clients
- **Energy services.** Joint marketing of the existing maintenance business and captive design/engineering capabilities to provide consultative services focused on facility performance
- **Virtual facilities management.** Greater use of emerging technologies to provide bundled virtual facilities management services

Compelling Investment Opportunity

Institutional investors seeking exposure to the building/facility infrastructure sector are limited in their investment options.

Only Limbach provides both revenue growth and the near-term opportunity for greater operating leverage and improving margins. With numerous organic growth opportunities and a well-developed M&A strategy, Limbach is poised to accelerate growth in revenue and profitability in coming years.

Key Trading Statistics[2]	
Market Price	$8.16
52 Week Low / High	$3.56 / $12.54
Equity Market Capitalization	$62.4 million
Shares Outstanding[3]	7.640 million
Unrestricted Float (Shares / $ Value)	4.9 million / $40 million
3 Month ADTV (Shares / $ Value)	40,660 / $0.3 million

Top 10 Mechanical Firms[1]

2018 Rank by 2017 Revenue		
1	**EMCOR Group**	**$3,428.4**
2	**Comfort Systems USA**	**$1,448.2**
3	ACCO Engineered Systems	$932.7
4	API Group	$852.9
5	Southland Industries	$850.3
6	TD Industries	$604.0
7	Team Industrial Services	$528.1
8	McKinstry	$504.0
9	**Limbach Holdings**	**$485.7**
10	Apollo Mechanical Contractors	$437.3

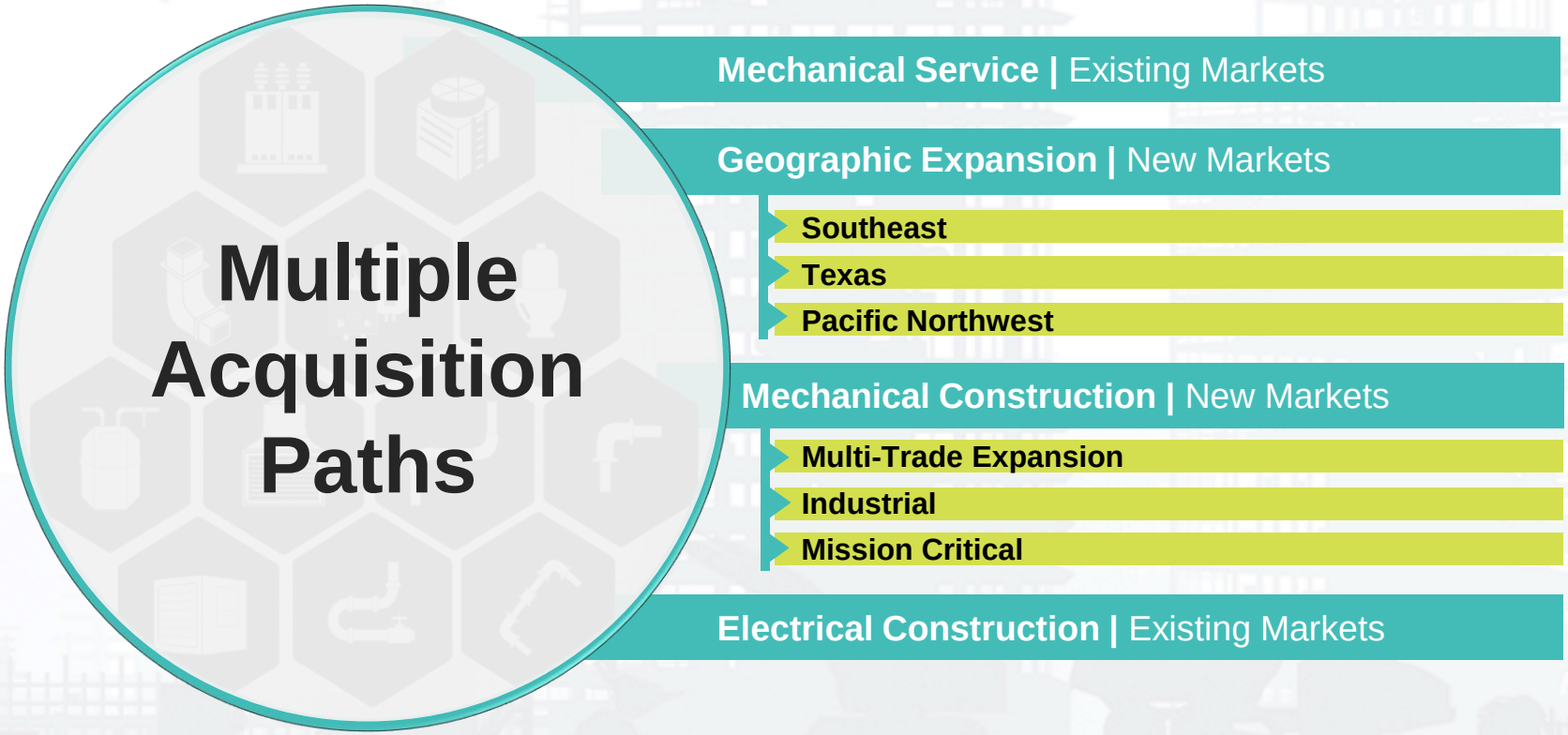
($ in millions)[2]	LIMBACH	EMCOR	COMFORT SYSTEMS USA
Enterprise Value	$88	$4,871	$1,913
Enterprise Value / 2019 EBITDA	4.9x	9.3x	8.3x
% Owned by Top 10 Holders	59.3%	41.5%	46.3%
2016-2018 Revenue CAGR	10.6%	3.6%	11.3%
2019E-2020E Revenue Growth	6.8%	2.1%	7.1%
2019E Gross Margin	13.1%	14.9%	20.42
2019E EBITDA Margin	3.2%	6.1%	8.7%

1 ENR *Top 600 Specialty Contractors*, October 22, 2018, as measured by 2017 revenue; $ in millions; bold text denotes publicly-traded firms.
2 Per Bloomberg as of May 14, 2019.
3 Common shares outstanding; excludes dilution from exercise of warrants and unvested and reserved RSUs.

Accelerated Growth through Acquisition

Acquisitions represent a key component of Limbach's growth strategy, offering trade, geographic and end-market diversification, as well as the operating efficiencies resulting from the leverage of Limbach's corporate platform.

Limbach's unique position in the marketplace and the continuing liquidity and generational transition challenges faced by private business owners support a deep universe of potential targets. We adhere to strict acquisition criteria including cultural compatibility, a continuing commitment from management, and an accretive valuation.

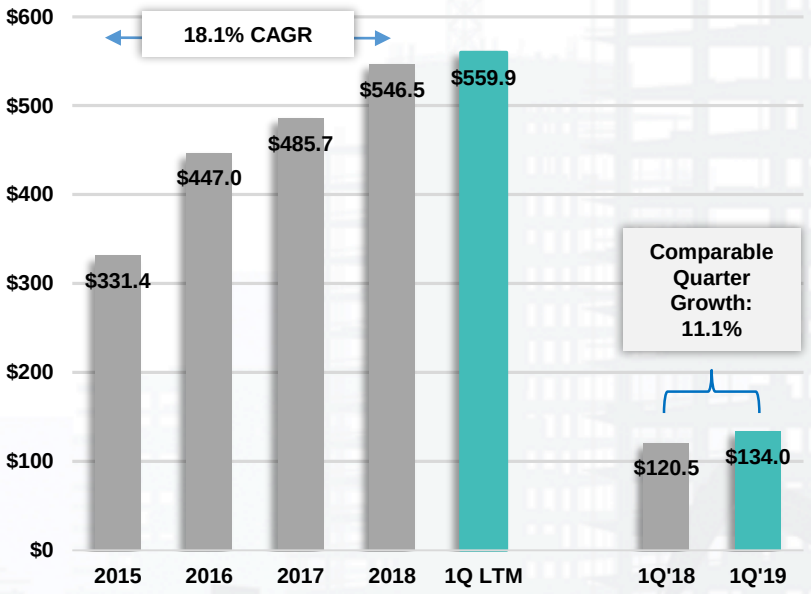


1Q'19 Financial Update

Limbach has capitalized on the continuing strength of the non-residential construction market and has demonstrated consistent revenue growth with improving margins. Efforts to further enhance operating performance and to drive stronger pricing are expected to generate even greater profitability in coming quarters.

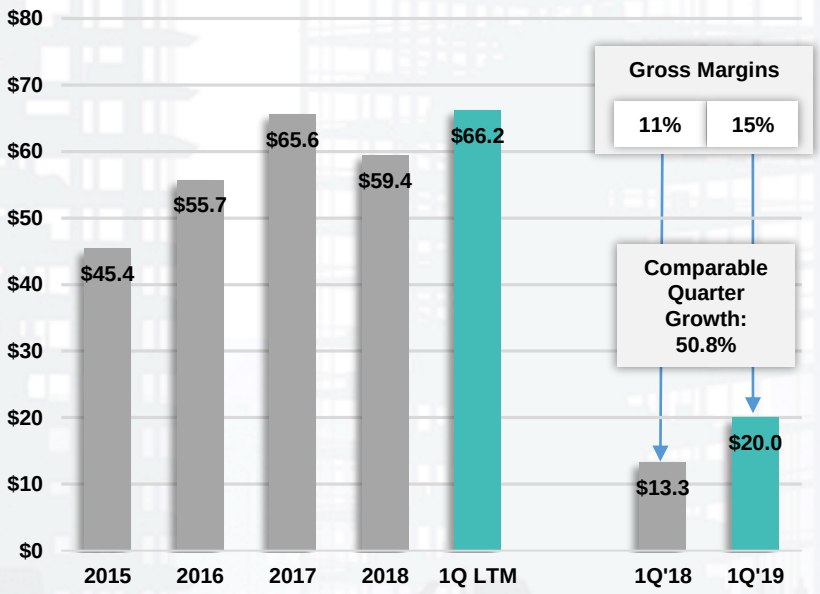
Earned Revenue

($ in millions)



Gross Profit

($ in millions)



Adjusted EBITDA Reconciliation

($ in millions)	For the Year Ended		For the Year-to-Date Period Ended	
	12/31/17	12/31/18	03/31/18	03/31/19
Net Income (Loss)	**$0.7**	**($1.8)**	**($2.4)**	**$2.1**
Adjustments:				
Depreciation and amortization	9.1	5.7	1.4	1.4
Interest expense, net	2.0	3.3	0.8	0.8
Loss on debt modification	--	0.3	--	--
Non-cash stock-based compensation expense	1.7	2.2	0.5	0.4
Income tax expense / (benefit)	3.2	(0.6)	(1.0)	0.8
Adjusted EBITDA	**$16.7**	**$9.0**	**($0.9)**	**$5.6**

*** Use of Non-GAAP Financial Measures**

In assessing the performance of our business, management utilizes a variety of financial and performance measures. The key measure is Adjusted EBITDA. Adjusted EBITDA is a non-GAAP financial measure. We define Adjusted EBITDA as net income (loss) plus depreciation and amortization expense, interest expense, and taxes, as further adjusted to eliminate the impact of, when applicable, other non-cash items or expenses that are unusual or non-recurring that we believe do not reflect our core operating results. We believe that Adjusted EBITDA is meaningful to our investors to enhance their understanding of our financial performance for the current period and our ability to generate cash flows from operations that are available for taxes, capital expenditures and debt service. We understand that Adjusted EBITDA is frequently used by securities analysts, investors and other interested parties as a measure of financial performance and to compare our performance with the performance of other companies that report Adjusted EBITDA. Our calculation of Adjusted EBITDA, however, may not be comparable to similarly titled measures reported by other companies. When assessing our operating performance, investors and others should not consider this data in isolation or as a substitute for net income (loss) calculated in accordance with GAAP. Further, the results presented by Adjusted EBITDA cannot be achieved without incurring the costs that the measure excludes. A reconciliation of Adjusted EBITDA to net income (loss), the most comparable GAAP measure, is provided below.

Balance Sheet

($ in millions)	For the Period Ended 12/31/17	12/31/18	03/31/19
Cash and cash equivalents	$0.6	$1.6	$3.8
Restricted cash	0.1	0.1	0.1
Accounts receivable, net	129.3	135.7	132.1
Costs and estimated earnings in excess of billings	33.0	32.7	34.2
Other current assets	3.2	34.9	4.6
Total current Assets	**166.2**	**205.0**	**174.8**
Property and equipment, net	17.9	20.6	20.6
Intangible assets, net	14.2	13.0	12.8
Goodwill	10.5	10.5	10.5
Deferred tax asset	3.7	4.4	3.7
Other assets	0.5	0.3	1.7
Total Assets	**$213.0**	**$253.6**	**$224.1**
Current portion of long-term debt	6.4	3.1	2.1
Accounts payable, including retainage	67.4	74.4	70.7
Billings in excess of costs	28.5	50.8	44.2
Accrued income taxes	2.2	-	0.1
Accrued expenses and other current liabilities	30.9	53.8	22.3
Total current Liabilities	**135.5**	**182.1**	**139.5**
Long-term debt	20.6	23.6	34.3
Other long-term liabilities	0.9	1.5	1.4
Total Liabilities	**$156.9**	**$207.3**	**$175.2**
Redeemable convertible preferred Stock	8.0	-	-
Stockholders' Equity	48.2	46.4	48.9
Total Liabilities and Stockholders' Equity	**$213.0**	**$253.6**	**$224.1**

Equity Capitalization

Limbach's equity capital structure includes approximately 7.64 million common shares and several tranches of warrant securities, each with slightly different terms and economics. Addressing the warrant structure through an exchange offer or other capital markets transaction, will provide greater transparency and simplification, and is a key priority of management.

	Units Outstanding	Conversion Factor	Share Equivalent	Exercise Price	Shares Outstanding
Common Stock[1]	7,643,133	1.00	7,643,133	N.A.	7,643,133
Public Warrants[2]	4,600,000	2.00	2,300,000	$11.50	-
Sponsor Warrants[2]	198,000	2.00	99,000	$11.50	-
$15 Warrants[2]	600,000	1.00	600,000	$15.00	-
Merger Warrants[2]	631,119	1.00	631,119	$12.50	-
Additional Merger Warrants[2]	946,680	1.00	946,680	$11.50	-
Unit Purchase Option - Common Share[2,3]	17,100	1.00	17,100	$0.00	17,100
Unit Purchase Option - Private Warrant[2,3]	17,100	2.00	8,550	$11.50	-
Unit Purchase Option - Right for 1/10 Common Share[2,3]	17,100	10.00	1,710	$0.00	1,710
Colbeck Warrant[4]	263,314	-	-	$7.63	-
Total	**14,933,546**		**12,247,292**		**7,661,943**

1 Per 10-Q for the fiscal quarter ended March 31, 2019.
2 Per Note 10 of the 2018 10-K.
3 Per p. 101 of the Form 424(b)(4) dated July 15, 2014.
4 Represents the maximum number of shares to be issued to affiliates of Colbeck Capital in accordance with the terms of the Delayed Draw Term Loan.