

Diverse and Essential




2Q'20 Earnings Presentation

August 14, 2020

Forward Looking Statements



We make forward-looking statements in this presentation 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, and the ability of the Company to successfully remedy the issues that have led to write-downs in various business units. 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. Some of these risks and uncertainties may in the future be amplified by the COVID-19 outbreak and there may be additional risks that we consider immaterial or which are unknown. 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 presentation.



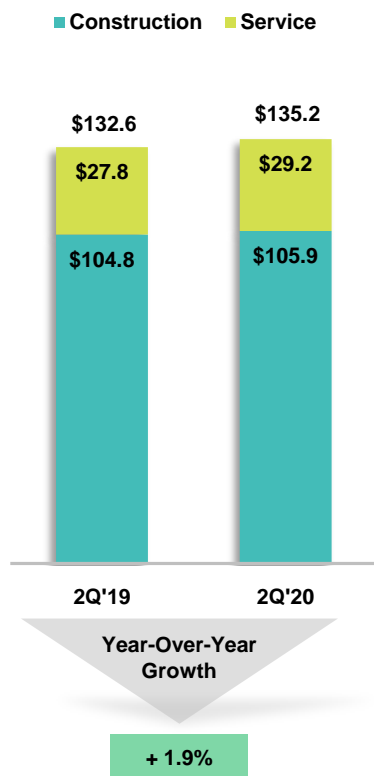
Second Quarter 2020
Operating and Financial Update



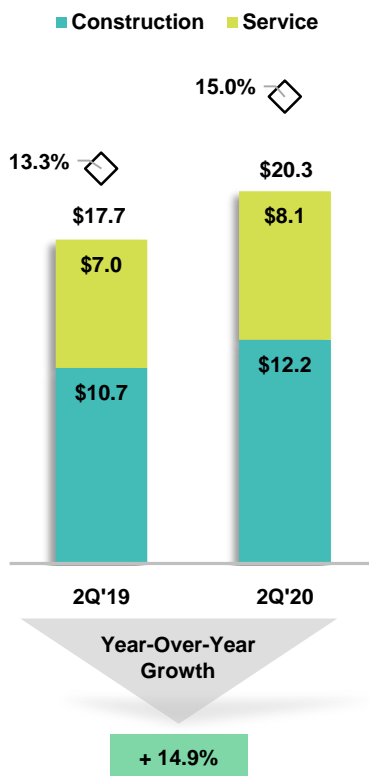
Second Quarter 2020 Financial Update

2Q'20 Quarterly Performance

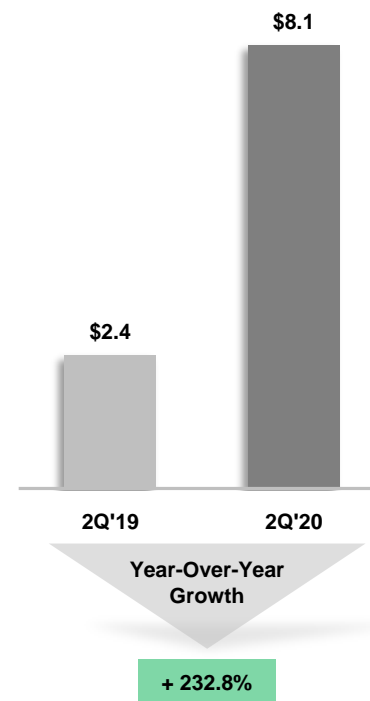
Earned Revenue¹



Gross Profit and Margin¹



Adjusted EBITDA²



Dollars in millions. Amounts for 2Q'19 have been recast per the Company's Form 10-Q for the quarterly period ended June 30, 2020.

1. See the Company's Form 10-Q for the quarterly period ended June 30, 2020.

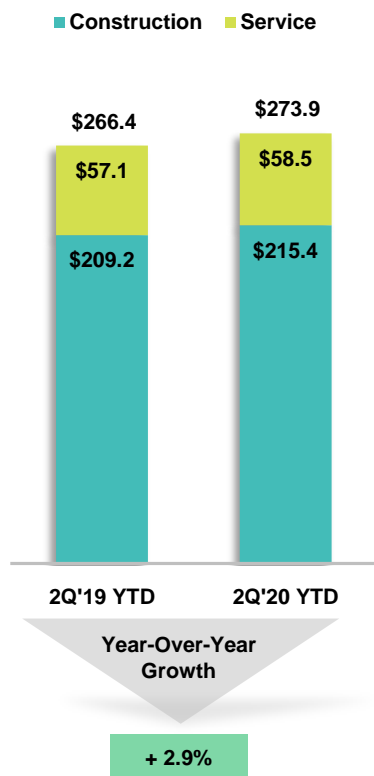
2. See p. 10 for Non-GAAP Reconciliation Table.



Year-to-Date 2020 Financial Update

2Q'20 Year-to-Date Performance

Earned Revenue¹



Gross Profit and Margin¹



Adjusted EBITDA²



Dollars in millions. Amounts for 2Q'19 have been recast per the Company's Form 10-Q for the quarterly period ended June 30, 2020.

1. See the Company's Form 10-Q for the quarterly period ended June 30, 2020.

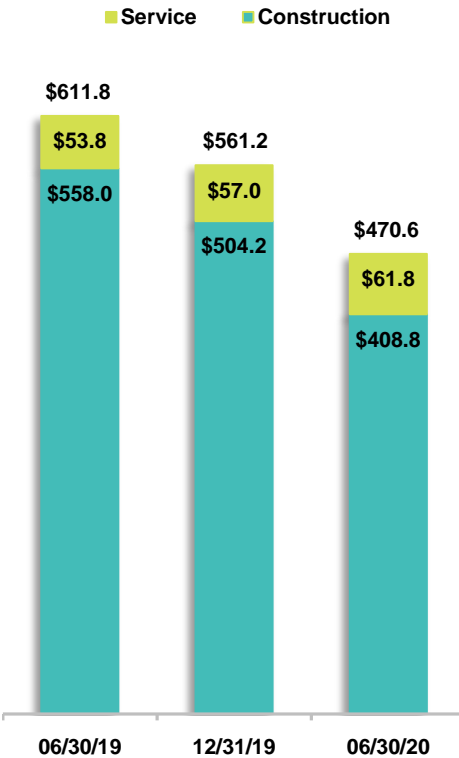
2. See p. 10 for Non-GAAP Reconciliation Table.



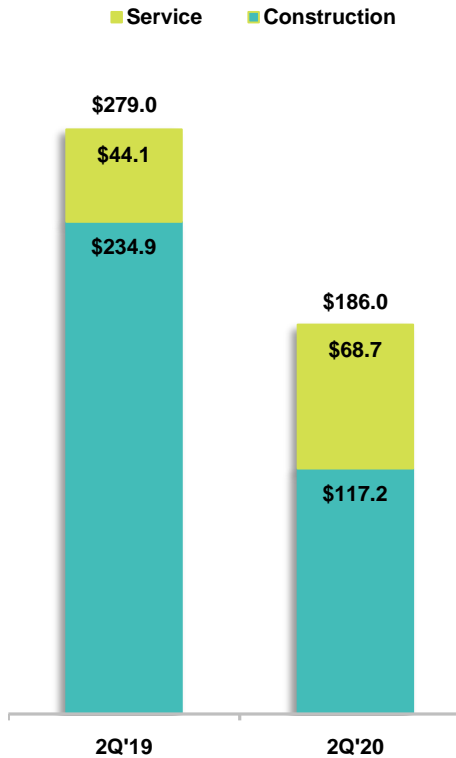
Key Operating Metrics Remain Positive

Underlying Drivers Supportive of Evolving Business Model

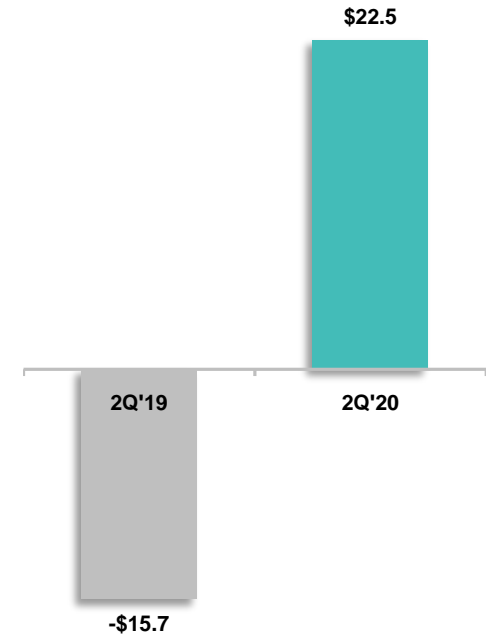
Segment Backlog¹



Year-to-Date Sales²



Year-to-Date Cash Provided by Operations



Dollars in millions.

1. Excludes high confidence, promised opportunities not booked into backlog until the execution of definitive documentation.

2. 2Q'19 includes the sale of two large projects in the New England region. Service segment data includes maintenance, project and T&M sales.



Liquidity and Debt Obligations

Continuing Improvement in Working Capital Management

	December 31, 2019	June 30, 2020 ¹	July 31, 2020 ¹
Cash and Cash Equivalents	\$8.3	\$28.8	\$30.3
Undrawn Revolver Availability²	10.7	10.5	10.5
Total Liquidity³	19.0	39.3	40.8
<u>Forward 12 Month Amortization:</u>			
Vehicle Lease Obligations	2.4	2.7	2.7
Term Loan^{4,5}	2.0	4.0	4.0

Dollars in millions.

1. Although Limbach is not currently reporting its financial results for any periods subsequent to June 30, 2020, management is providing the following unaudited, supplemental balance sheet information as of July 31, 2020.
2. Equal to total revolving commitment of \$14.0 million less \$3.3 million, \$3.5 million and \$3.5 million in letters of credit at December 31, 2019, June 30, 2020, and July 31, 2020, respectively, less amounts drawn as of the balance sheet date (no amounts drawn at all balance sheet dates).
3. Equal to Cash and Cash Equivalents plus Undrawn Revolver Availability.
4. Term loan and revolving credit facility mature in April 2022.
5. Amortization of \$1 million per quarter beginning in the third quarter of 2020.



Balance Sheet and Working Capital

Strong Liquidity and Manageable Fixed Charges

Key Balance Sheet Items¹

	December 31, 2019	June 30, 2020
Current Assets	\$195.4	\$207.7
Current Liabilities	\$156.9	\$164.8
Working Capital	\$38.5	\$42.8
Net Under / (Over) Billing²	\$3.7	(\$18.0)
Revolver³	—	—
Term Loans	\$41.0	\$41.0
Capital Leases	\$6.6	\$6.3
Total Debt	\$47.6	\$47.3
Equity	\$46.9	\$50.2

Dollars in millions.

1. See the Company's Form 10-Q for the quarterly period ended June 30, 2020.

2. Refer to Note 5 within the Company's Form 10-Q for the period ended June 30, 2020 for the calculation of the Company's net billing position.



Appendix



Non-GAAP Reconciliation Table

Reconciliation of Net Income (Loss) to Adjusted EBITDA¹

	Three Months Ended June 30,		Six Months Ended June 30,	
	2020	2019 (As Recast)	2020	2019 (As Recast)
Net income (loss)	\$2,947	(\$1,289)	\$2,895	\$559
Adjustments:				
Depreciation and amortization	1,636	1,460	3,140	2,873
Change in fair value of warrants	102	103	(59)	103
Severance expense	--	--	622	--
Loss on debt extinguishment	--	513	--	513
Interest expense	2,137	1,597	4,295	2,430
Non-cash stock based compensation expense	140	515	435	882
Income tax (benefit) provision	1,110	(474)	476	261
Adjusted EBITDA	\$8,072	\$2,425	\$11,804	\$7,621

* 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 or 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.