LIMBACH

First Quarter 2019 Earnings Call

May 16, 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 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.

1Q’19 Operating Review

Solid Quarter Across the Board

- All key P&L metrics generated a positive year-over-year variance
- Q1 2019 gross margin of 15% within target range of 15% to 16%
- Seven of 10 branches experienced revenue growth in Q1; revenue contraction in Mid-Atlantic consistent with previously discussed turnaround plan

($ in millions except EPS)	Q1 2019	Q1 2018	Difference
Revenues	**$134.0**	**$120.5**	**+$13.5**
Gross Margin	15%	11%	+400bp
Net Income	$2.1	($4.5)	+$6.6
Adjusted EBITDA[1]	$5.6	($0.9)	+$6.5
Diluted EPS	**$0.28**	**($0.60)**	**+$0.88**

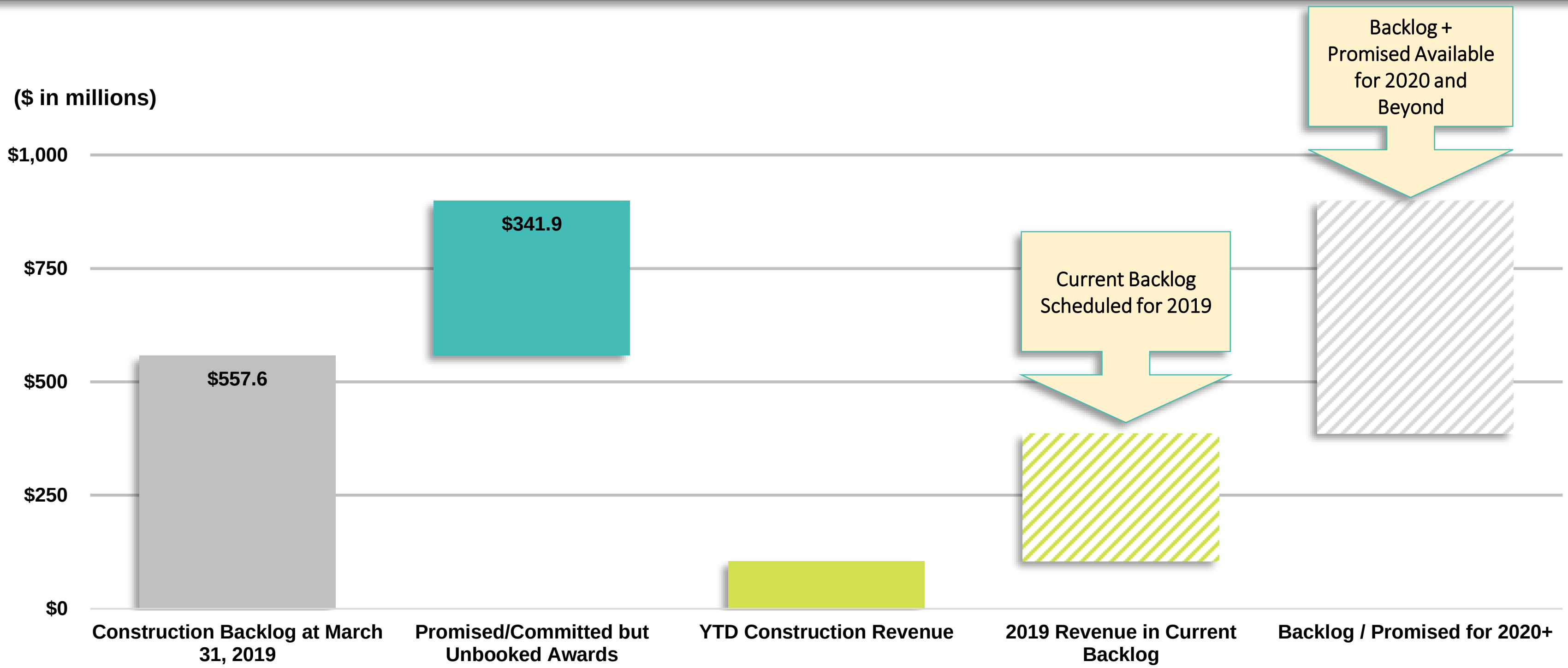
1 See reconciliation of Adjusted EBITDA on p. 12.

1Q’19 Operating Review

Sales Remain Strong; Backlog Reach New Highs

- Key wins in multiple verticals, led by Mission Critical and Healthcare with $81.4 million of hospital contracts announced in January
- Construction backlog at $557.6 million excludes an additional $341.9 million of promised opportunities
- Solid visibility into 2020 and 2021

Construction Segment Backlog Breakout

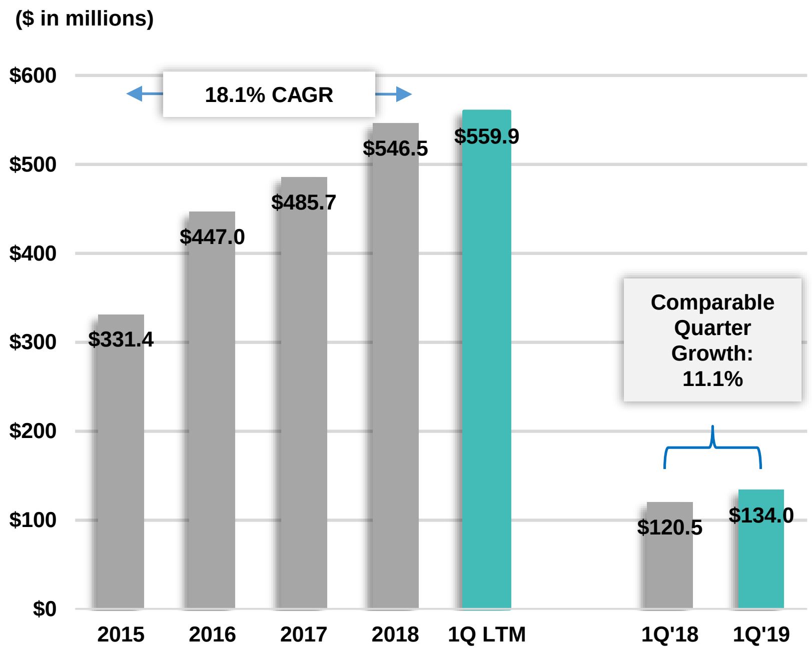


1Q'19 Financial Review

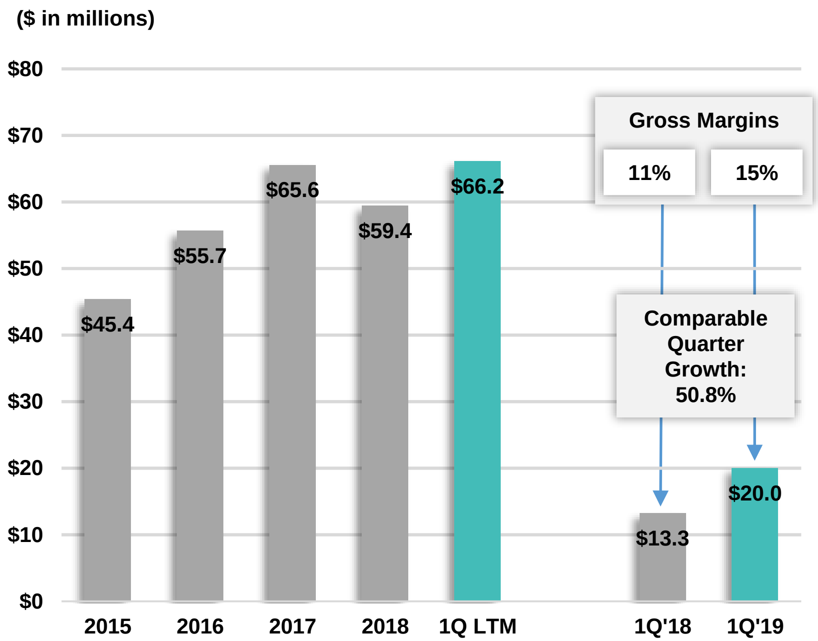
Double-digit Revenue Growth; Gross Margin on Track

- Consolidated earned revenue increased 11.1% year-over-year
- Gross margin substantially improved from the period
- Adjusted EBITDA[1] of $5.6 million, the strongest first quarter in several years
- Diluted EPS of $0.28

Earned Revenue



Gross Profit



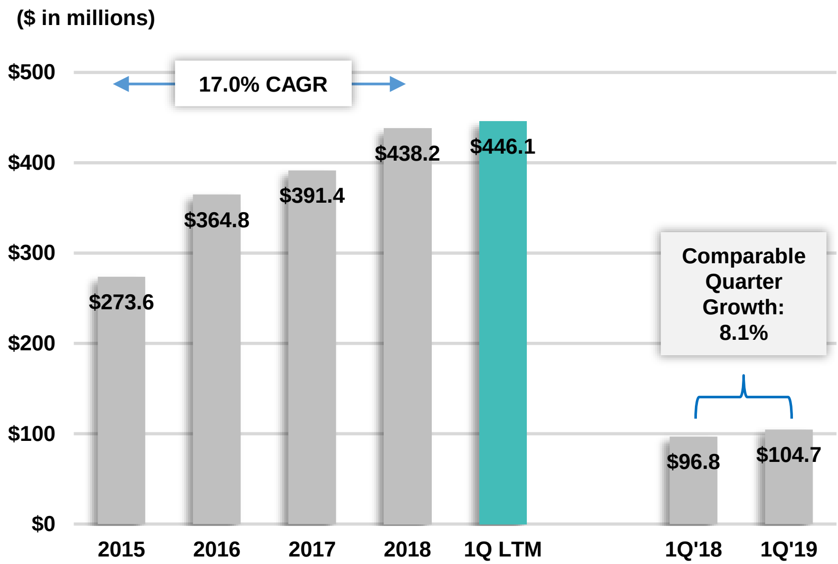
1 See reconciliation of Adjusted EBITDA on p. 12.

1Q'19 Financial Review

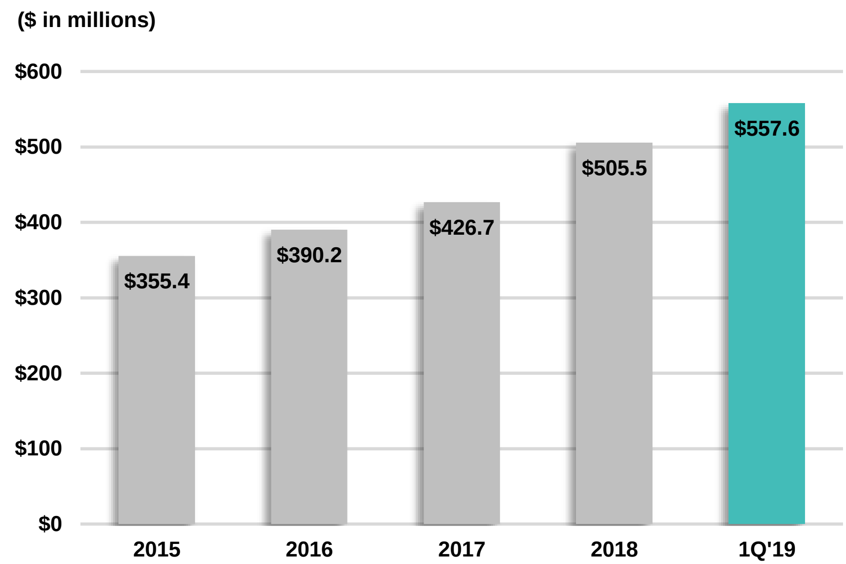
Construction Operations

- Construction revenue of $104.7 million, up 8.1% versus the prior year period
- Segment gross margin of 12.7% in Q1 2019, up from 9.6% last year
- Net write-ups for Q1 2019 were $1.7 million, including a net write-up of $400,000 in Mid-Atlantic
- Q1 2018 gross profit was negatively impacted by write-downs of $3.7 million.

Construction Segment Revenues



Construction Backlog

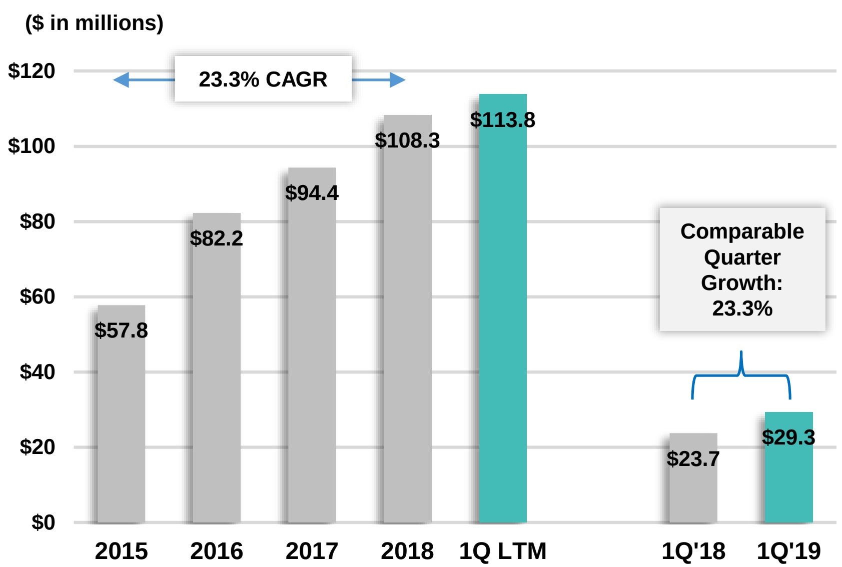


1Q'19 Financial Review

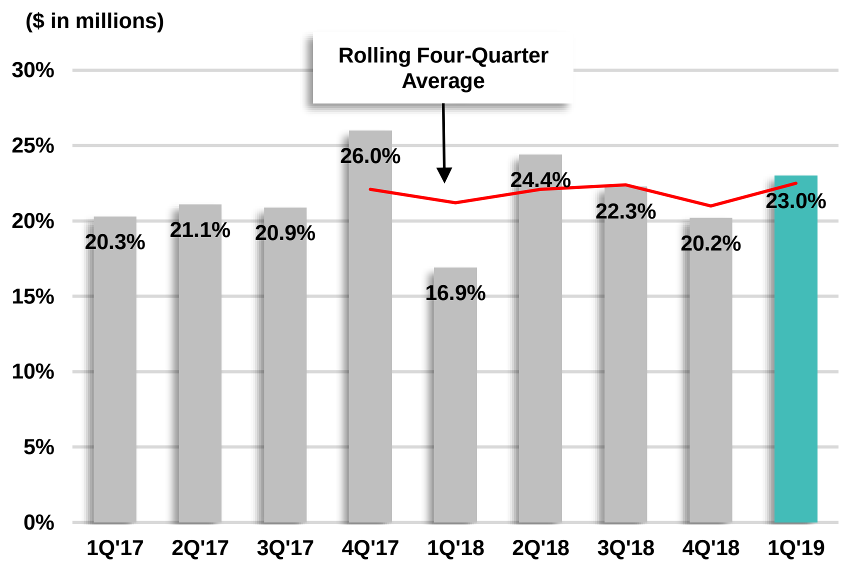
Service Operations

- Service revenue increased 23.3% year-over-year
- Both volume and pricing trending positively driving gross margin expansion
- Quarter to quarter segment margins exhibit some variance with the rolling, four-quarter average at 22.5% as of Q1 2019

Service Segment Revenues



Service Segment Gross Margin



Balance Sheet / Refinancing

- $65 million senior term loan facility; $40 million drawn at closing
- Senior term loan facility includes a $25 million delayed draw term loan to support acquisition growth
- $15 million revolver to provide working capital and support organic growth

($ in millions)	April 12, 2019 Pro-forma unaudited	March 31, 2019	December 31, 2018
Cash	$8.5	$3.8	$1.6
Working Capital	42.0	35.3	22.8
Net Under/(Over) Billings	(10.0)	(10.0)	(18.1)
Revolver	--	10.5	--
Old Bridge Loan	--	7.5	7.7
Old Term Loan	--	13.4	14.3
New Term Loan	40.0	--	--
Vehicle Leases	5.3	5.3	4.1
Equity	48.4	48.9	46.4

Summary / Introducing Guidance

- Excellent start to 2019; significant growth year-over-year and relative to seasonal expectations
- Gross margins delivered within target range, with the expectation of stronger growth to come
- Backlog continues to build with attractive project wins in key vertical markets; providing strong coverage of 2019 projected revenues and support for continued strength into 2020 and beyond

Management is providing the following financial guidance in light of first quarter performance and current expectations for the balance of 2019:

- Revenue of approximately $560 million
- Adjusted EBITDA[1] of approximately $22.5 million

Consistent with past practice, management anticipates providing updated guidance together with the delivery of results for the second quarter of 2019.

1 Historical reconciliation of Adjusted EBITDA provided on p. 12.

Q&A

Appendix

Non-GAAP Reconciliation Table

For the Three Months Ended March 31, 2018 and 2019

($ in millions)	For the Quarter Ended	
	March 31, 2019	**March 31, 2018**
Net Income (Loss)	**$2.1**	**($2.4)**
Adjustments:		
Depreciation and amortization	1.4	1.4
Interest expense, net	0.8	0.8
Loss on debt modification	--	--
Non-cash stock-based compensation expense	0.4	0.5
Income tax expense / (benefit)	0.8	(1.0)
Adjusted EBITDA	**$5.6**	**($0.9)**

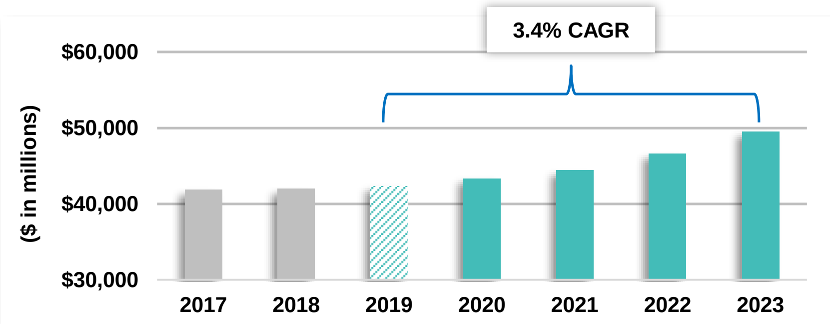
*** Use of Non-GAAP Financial Measures**

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.

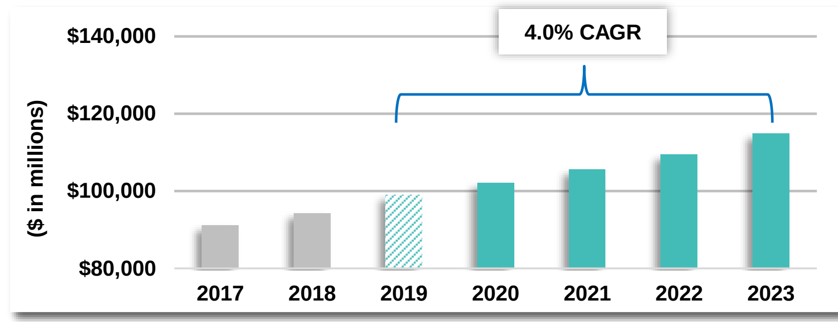
Favorable Industry Outlook

Construction Put-in-Place: Core Markets

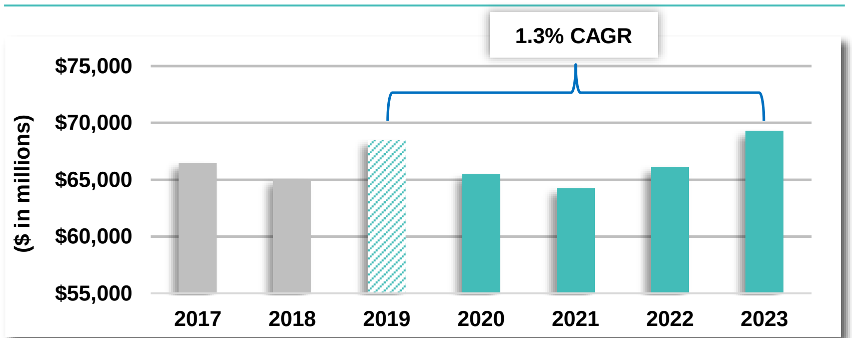
Healthcare



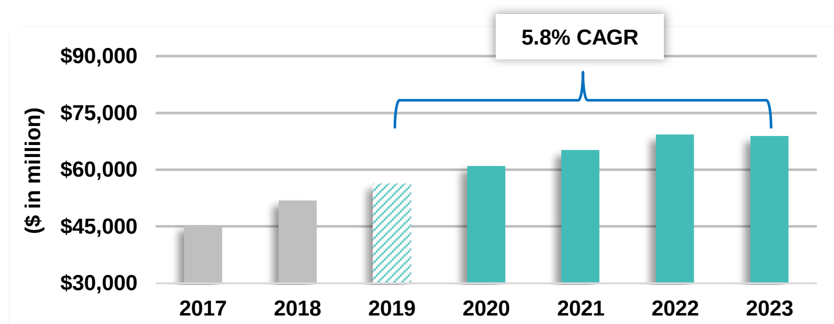
Education



Manufacturing



Transportation



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